

# BrakeTalk

PBR International Limited A.C.N. 006 527 340 A Pacifica Group Company



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# PBR wins two major Toyota awards



PBR's recognition as a valued supplier to the Toyota Corporation has been lifted significantly after winning the inaugural Regional Contribution Award at the 2005 Toyota Global Supplier's Convention in Nagoya on the 17th March and the Engineering Excellence Award at the 2005 Toyota Australia Supplier Conference on the 8th April.

The impact of the Regional Contribution award is significant given that PBR was one of only a handful of non-Japanese suppliers to be recognised during the event and one

of only five suppliers to receive a Regional Contribution Award.

The Engineering Excellence award recognises PBR's drive for innovation through product, process, technology and service and the ability to apply this to the benefit of Toyota Australia's operation.

At present, PBR supplies Toyota Australia with brake calipers, disc rotors and Banksia park brakes for their Camry and Avalon models and will commence supply of knuckles in 2006.

## New website improves communication

On April 1st regular PBR website users could be excused for thinking they were taking part in an elaborate April fools prank, such was the radical change undertaken with the launch of our new website.

The new PBR website has undergone a complete upgrade to the look and feel and incorporated significant improvements in navigation making it much easier to locate vital product and company information.

Product information at all levels of the business; original equipment, aftermarket and heavy vehicle systems, has been substantially increased providing a greater understanding of product features and benefits.

For Australian aftermarket businesses we've crammed in a whole lot more information. The product catalogue format has been revised making it simpler to use and much faster to locate products. The number of technical bulletins available for aftermarket and heavy vehicle system customers has also been increased and for the first time product brochures are available on-line making the new PBR site a much more valuable reference tool.

For visitors wanting to stay in touch with the latest brake technology developments they can access the latest editions of PBR's eNewsletter, *On The Move*, or subscribe to have it delivered personally through their email. We also have electronic copies of all *BrakeTalk* issues – just in case you lose one.



But this is only the beginning of an ongoing process to make the PBR website an important tool for your business.

## First Australian brake modules through Mitsubishi



PBR's continued expansion of its brake module business will see Mitsubishi become the first Australian vehicle manufacturer to adopt a PBR corner module system.

Mitsubishi Australia has been fitting PBR brake systems to locally produced vehicles for many years at their Tonsley

Park assembly plant in South Australia. When production of Mitsubishi's all new vehicle (code named PS41) commences in August this year it will roll off the line complete with a PBR corner module comprising brake caliper, disc rotor, suspension knuckle and bearing.

This approach allows PBR to provide a "total system solution" to Mitsubishi and become more involved in the broader system integration. PBR has assisted Mitsubishi by upgrading the brakes to include larger disc rotors and an all new lightweight twin-piston aluminium front caliper.

Final assembly of the module will be conducted at PBR's new facility in Lonsdale South Australia and by doing so will assist Mitsubishi in achieving its stated goal of producing the "Best Quality Car Built in Australia".

# Outstanding PBR presence at AAAA Trade Show

PBR's standing as Australia's leading brake parts manufacturer was unquestionably reinforced at the Australian Automotive Aftermarket Association (AAAA) Trade Show held in Sydney during April.

The AAAA show is the ultimate platform for Australian aftermarket companies and was the ideal venue to launch our latest product additions and catalogue releases.

Spanning almost five halls of the Exhibition Centre at Darling Harbour the show ran for three days and attracted a crowd of almost 6,500 visitors including a number from overseas.

The show was the perfect opportunity to reinforce the brand and tease the audience with an advanced showing of our new Performance products due for release in June/July. In addition to the Performance brake upgrade kits released last year the PBR Performance range has been expanded to include; performance disc brake pads, steel braided performance brake hoses and racing brake fluid.

In line with PBR's commitment to develop aftermarket solutions that add-value to people's businesses, the show also provided the ideal platform to discuss many of the value-add



programs we have developed for the trade market such as the Jetstream rotor program and expanded replacement brake caliper range.

The other key announcement was the imminent release of the long-awaited H06 Brake Parts catalogue, which was extremely well received by visitors to the stand. In conjunction with this, visitors were able to participate in demonstrations of the latest on-line version of the catalogue. Those who use the on-line catalogue regularly were impressed by the significant improvement in information retrieval rates.

Visitors to the stand were quick to take up the challenge to test their knowledge of PBR

products by answering a few key questions so they could enter the draw for a workshop tool kit and a PBR Performance brake upgrade. "It was a great way to establish how well we are staying in touch with the market," said Phil Matthias, Aftermarket Sales and Marketing Manager. "The response was good and it gives us some good feedback to work with."

Congratulations to our competition winners.

**First prize**

Workshop tool kit –  
Matthew Ballard from Tolland Auto Repairs

**Second prize**

PBR Performance brake upgrade kit –  
Mary Duong from Turbo Auto Spares

## Brake service tips – servicing brake calipers

When brake calipers eventually need servicing you need to consider whether you want to repair them yourself or simply replace the unit with one of PBR's factory assembled and testing new caliper options. Either way, it's important to understand the braking "concern" so that you can take the right course of action and deliver fast turnaround with no comebacks for your customer. The following chart looks at some of the more common concerns relating to brake caliper performance.



Concern	Possible Cause	Evidence	Corrective Action
Vehicle "pulling" to one side under braking.	Loss of friction on one set of brake pads.	Pads contaminated with oil, grease or brake fluid.	Remove contamination with emery cloth or replace pads.
	Unmatched brake pads.	Different manufacturer's markings on brake pads.	Replace with correctly matched pads.
	Seized piston in caliper.	Piston does not move freely.	Replace entire caliper.
Vibration experienced by driver under braking.	Caliper piston not retracting causing pad to stay in contact with rotor.	Excessive pad and/or rotor wear.	Replace piston seal. Replace rotors or pads as required.
	Caliper sticking on guide pins.	Caliper does not slide freely on guide pins.	Lubricate guide pins or replace if necessary.
Brake pads staying in contact with rotor causing "brake drag".	Caliper piston not retracting causing pad to stay in contact with rotor.	Excessive pad and/or rotor wear.	Replace piston seal. Replace rotors or pads as required.
	Obstructed brake pedal.	Pedal fails to return to the correct off position.	Check for obstructions and correct.

## New range additions

Make	Application	Description	PBR No.
DAIHATSU	APPLAUSE A101 10/89 - 11/99	CALIPER KIT	K1823S
DAIHATSU	APPLAUSE A101 10/89 - 11/99	FRONT HOSE	H1523
DAIHATSU	APPLAUSE A101 10/89 - 11/99	REAR HOSE	H1524
DAIHATSU	APPLAUSE A101 10/89 - 11/97	M/CYL - DISC/DISC	JB9510
TOYOTA	CAMRY (& VIENTA) MCV20 7/97 - 7/01	B M/CYL - NON ABS	JB9512
TOYOTA	CAMRY (& VIENTA) MCV20 8/97 - 7/01	B M/CYL - ABS	JB9511
TOYOTA	CAMRY (& VIENTA) MCV20 8/97 - 7/01	M/CYL KIT - ABS	K8932
TOYOTA	CAMRY (& VIENTA) SXV10 4/95 - 3/98	C M/CYL	JB1865
TOYOTA	CAMRY (& VIENTA) SXV10 4/95 - 3/98	C M/CYL KIT	K8925
TOYOTA	CAMRY (& VIENTA) SXV10 4/95 - 3/98	CALIPER KIT	K2416S
TOYOTA	CAMRY (& VIENTA) SXV10 4/95 - 3/98	REAR CALIPER KIT	K1598S
TOYOTA	CAMRY (& VIENTA) SXV10 4/95 - 3/98	S/CYL	JB4229
TOYOTA	CAMRY (& VIENTA) SXV10 4/95 - 3/98	S/CYL KIT	K8942
TOYOTA	CAMRY (& VIENTA) SXV20 7/97 - 7/01	B M/CYL - NON ABS	JB9512
TOYOTA	CAMRY (& VIENTA) SXV20 8/97 - 10/00	B M/CYL - ABS	JB9511
TOYOTA	CAMRY (& VIENTA) SXV20 8/97 - 10/00	M/CYL KIT - ABS	K8932
TOYOTA	HI ACE LH103/113 8/93 - 1/96	B M/CYL KIT	K8936
TOYOTA	HI ACE LH103/113 1/96 - 12/00	B M/CYL KIT	K8938
TOYOTA	HI ACE LH103/113 7/96 - 12/00	C M/CYL	JB1866
TOYOTA	HI ACE RZH103/113 8/93 - 1/96	B M/CYL KIT	K8936
TOYOTA	HI ACE RZH103/113 1/96 - 12/00	B M/CYL KIT	K8938
TOYOTA	HI ACE RZH103/113 7/96 - 12/00	C M/CYL	JB1866
TOYOTA	HI LUX LN107 1/92 - 12/97	C M/CYL	JB1852
TOYOTA	HI LUX LN107 1/92 - 12/97	ROTOR	CD432
TOYOTA	HI LUX LN107 1/92 - 12/97	S/CYL	JB4154
TOYOTA	HI LUX LN107 1/92 - 3/94	C M/CYL KIT	K8566
TOYOTA	HI LUX LN107 1/92 - 5/94	S/CYL KIT	K1498S
TOYOTA	HI LUX LN107 1/92 - 8/93	M/CYL	JB1875
TOYOTA	HI LUX LN107 1/92 - 8/95	M/CYL KIT	K8657
TOYOTA	HI LUX LN107 5/94 - 12/97	S/CYL KIT	K8942
TOYOTA	HI LUX LN107 3/95 - 12/97	C M/CYL KIT	K8925
TOYOTA	L/CRUISER FZJ78 10/99 - 7/01	CALIPER KIT	K1874S
TOYOTA	L/CRUISER FZJ79 10/99 - 7/01	CALIPER KIT	K1874S
TOYOTA	L/CRUISER HZJ78 10/99 - 7/01	CALIPER KIT	K1874S
TOYOTA	L/CRUISER HZJ79 10/99 - 7/01	CALIPER KIT	K1874S
TOYOTA	STARLET EP91 4/96 - 7/99	B M/CYL KIT - ABS	K8929
TOYOTA	STARLET EP91 4/96 - 7/99	B M/CYL KIT - NON ABS	K8928
TOYOTA	STARLET EP91 4/96 - 7/99	C M/CYL	JB1858
TOYOTA	STARLET EP91 4/96 - 7/99	C M/CYL KIT	K8926
TOYOTA	STARLET EP91 4/96 - 7/99	CALIPER KIT - ABS	K1496S
TOYOTA	STARLET EP91 4/96 - 7/99	CALIPER KIT - NON ABS	K2774S
TOYOTA	STARLET EP91 4/96 - 7/99	S/CYL KIT	K1893S

For further details please refer to the PBR on-line catalogue at [www.pbr.com.au/findapart](http://www.pbr.com.au/findapart)

## The face of PBR



As State Manager for New South Wales, Queensland and the Northern Territory, Simon Parsons spends a lot of time on the road visiting customers in often very remote areas.

Working from an office in New South Wales, Simon has been a key member of the PBR sales team for the past 8 years. Prior to that Simon worked with Toyota in their Industrial Equipment Division.

Simon's key focus is to ensure that loyal PBR customers enjoy the full value package that PBR has to offer. That involves developing product promotions, conducting technical, product and sales training and keeping up regular customer visits to assist with developing growth strategies for PBR customers.

When asked about the state of the market in these areas Simon said, "The market continues to go through a lot of change. In order to continue to deliver the best brake package in the market, PBR has had to work extremely hard to stay at the forefront of these changes. As a result of this work, both the trade and reseller levels of the market are recognising the value that comes from using smart PBR products such as the Performance upgrade package, Jetstream rotor system and the Piston Housing program."

If you'd like to discuss the potential to grow your business with PBR products within these markets you can contact Simon on 0417307591.



**PBR International Limited**

264 East Boundary Road  
East Bentleigh Vic 3165

HELPLINE (T) 1300 369 727 (F) 1800 064 727

Email: [pbr\\_enquiries@pbr.com.au](mailto:pbr_enquiries@pbr.com.au)

Website: [www.pbr.com.au](http://www.pbr.com.au)

Send any comments regarding this newsletter to [braketalk@pbr.com.au](mailto:braketalk@pbr.com.au)